

**EXHIBIT B**  
**CONTRACT NUMBER VA-070302-ROAM**  
**BETWEEN**  
**VIRGINIA INFORMATION TECHNOLOGIES AGENCY**  
**AND**  
**ROAM SECURE, INC.**

Exhibit B is hereby incorporated into and made an integral part of Contract Number VA-070302-ROAM ("Contract") between the Virginia Information Technologies Agency ("VITA" or "Commonwealth" or "State") and Roam Secure, Inc. ("Roam Secure" or "Contractor").

In the event of any discrepancy between this Exhibit B and Contract No. VA-070302-SIGC, the provisions of Contract No. VA-070302-SIGC shall control.

**RSAN Price Matrix**

Hardware is NOT included. Estimated hardware costs range from \$4,000 - \$7,000 per server.

Consulting hours are included to provide for Installation, Training, Project Management and Technical Support.

Additional consulting hours are not expected to be necessary but can be purchased at \$150 per hour.

**EMA/COOP**

Base System (\$15K) + Redundancy (\$10K) + Calculated License Fee = Total

**EMA/COOP Licenses- see Note #1**

<u>Low</u>	<u>High</u>	<u>Per User</u>	<u>Base System</u>	<u>Redundancy</u>
201	1,001	\$20	\$15,000	\$10,000
1,001	3,000	\$18	\$15,000	\$10,000
3,001	5,000	\$16	\$15,000	\$10,000
5,001	10,000	\$14	\$15,000	\$10,000
10,001	15,000	\$12	\$15,000	\$10,000
15,001	20,000	\$10	\$15,000	\$10,000

**CWS- Citizen Warning System**

Base System (\$15K) + Redundancy (\$10K) + Calculated Population Fee = Total

**Population- See Note #2**

**Separate CWS**

<u>Low</u>	<u>High</u>	<u>Per Citizen</u>	<u>Base System</u>	<u>Redundancy</u>
20,001	50,000	\$1.00	See Note #3	See Note #3
50,001	100,000	\$0.90	See Note #3	See Note #3
100,001	200,000	\$0.80	\$15,000	\$10,000
200,001	300,000	\$0.70	\$15,000	\$10,000
300,001	400,000	\$0.60	\$15,000	\$10,000
400,001	600,000	\$0.50	\$15,000	\$10,000
600,001	800,000	\$0.45	\$15,000	\$10,000
800,001	1,000,000	\$0.40	\$15,000	\$10,000

Note #1- Each User can register up to 4 devices (e-mail, pager, cell, Blackberry, PDA, etc.).

Note #2- CWS price is based on total population, not how many citizen's enroll in the system.  
 For populations under 100,000 purchased with EMA/COOP a separate Base System is not required.

Note #3- If CWS is NOT purchased with EMA/COOP - Add \$15,000 for Base System, \$10,000 for Redundancy.

**Optional Renewal Fees**

Optional future year Renewals provide Maintenance, Support and Upgrades.

Renewal fee is based upon 20% of the total (base system cost, redundancy and license fees).

